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Message Text

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ACTION COME-00

INFO OCT-01 EUR-12 NEA-10 ISO-00 EB-07 SSO-00 /030 W
---------- 044515
O R 041245Z FEB 76
FM AMCONSUL DHAHRAN
TO SECSTATE WASHDC IMMEDIATE 4605
INFO AMEMBASSY ABU DHABI
AMEMBASSY ATHENS
AMEMBASSY CAIRO
AMEMBASSY DOHA
AMEMBASSY JIDDA
AMEMBASSY MECAMA

UNCLAS DHAHRAN 0166

E.O. 11652: N/A
TAGS: BEXP, SA
SUBJECT: PROPOSED SOCIETY OF PLASTICS INDUSTRY IOGA TRADE MISSION

REF: STATE 025115

1. PUZZLED BY CONTENTS OF PARA 2 OF REFTEL. DO COMPANIES UNDER CONSIDERATION WISH TO SELL FINISHED PRODUCTS OR DO THEY WISH TO MARKET MACHINERY AND/OR PROPOSED JOINT VENTURES TO MANUFACTURE LOCALLY PRODUCTS LISTED? IF ANSWER IS THAT COMPANIES WILL WISH TO ESTABLISH TRADE TIES WITH SAUDI IMPORTERS, COULD DEPTH OF THEIR INTERESTED BE PLUMBED TO SEE IF THEY WOULD BE WILLING TO DISCUSS LOCAL PRODUCTION JOINT VENTURE ARRANGEMENTS WHILE IN COUNTRY? ALSO, IF MISSION WOULD BE STRUCTURED TO INCLUDE FINISHED PRODUCTS, AND MACHINERY, AND MEMBERS ARE WILLING TO DISCUSS INVESTMENT PROPOSALS, PROPOSE THAT MISSION BE LED BY EXPERT WHO CAN DISCUSS LOCAL INDUSTRY PROBLEMS AND RECOMMEND US PROSEJTS SUCH AS RAW MATERIALS) TO RESOLVE THEM. EXAMPLE OF TYPE OF INDUSTRY EXPERT WORTH CONSIDERING WOULD BE CHARLES CHASTAIN, HIGH STRENGTH PLASTICS, CHICAGO, WHO MADE STELLAR CONTRIBUTION AS INDUSTRY EXPERT WITH PLASTICS CATALOG SHOW IN BANGKOK IN 1972.

2. GENERALLY SPEAKING, BELIEVE THAT PRODUCT MIX DISCUSSED IN
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PARA 2 WOULD HAVE GOOD MARKET HERE. REGARDING BUILDING PRODUCTS,

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WE WOULD EXPAND CATEGORY TO INCLUDE FURNITURE (BOTH HOME AND OFFICE) COMPONENETS AND ACCESSORIES SUCH AS EDGING MATERIAL, FRICTION CATCHES, EXTURDED TRIM, KNOBS, PULLS, SHELF CLIP SUPPORTS, ETC. LESS CERTAIN REGARDING PLASTIC PIPE AS FOREIGN SUPPLIERS ARE WELL ENTRENCHED AND, WE UNDERSTAND, PIPE FACTORY WILL SOON BE LOCATED HERE. RE AIR CONDITIONERS, AMERICAN COMPANY ALREADY HAS JOINT VENTURE HERE. PREFABRICATED HOUSING AND FURNITURE APPEARS TO OFFER GOOD MARKET PROVIDED CAN BE PACKED TO AVOID HIGH SHIPPING COSTS BECAUSE OF LARGE CUBIC VOLUME IF FINISH PRODUCT ASSEMBLED.

3. FOREGOING RELATES TO OUR GENERAL IMPRESSION OF MARKET FOR ITEMS MANUFACTURED FROM PLASTICS. POST WILL WISH TO LOOK AT LIST OF PRODUCTS OF COMPANIES CONSIDERING MEMBERSHIP IN TRADE MISSION, HOWEVER, BEFORE MAKING MORE COMPLETE REVIEW OF LOCAL MARKET FOR PLASTICS.
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